

FIG. 1

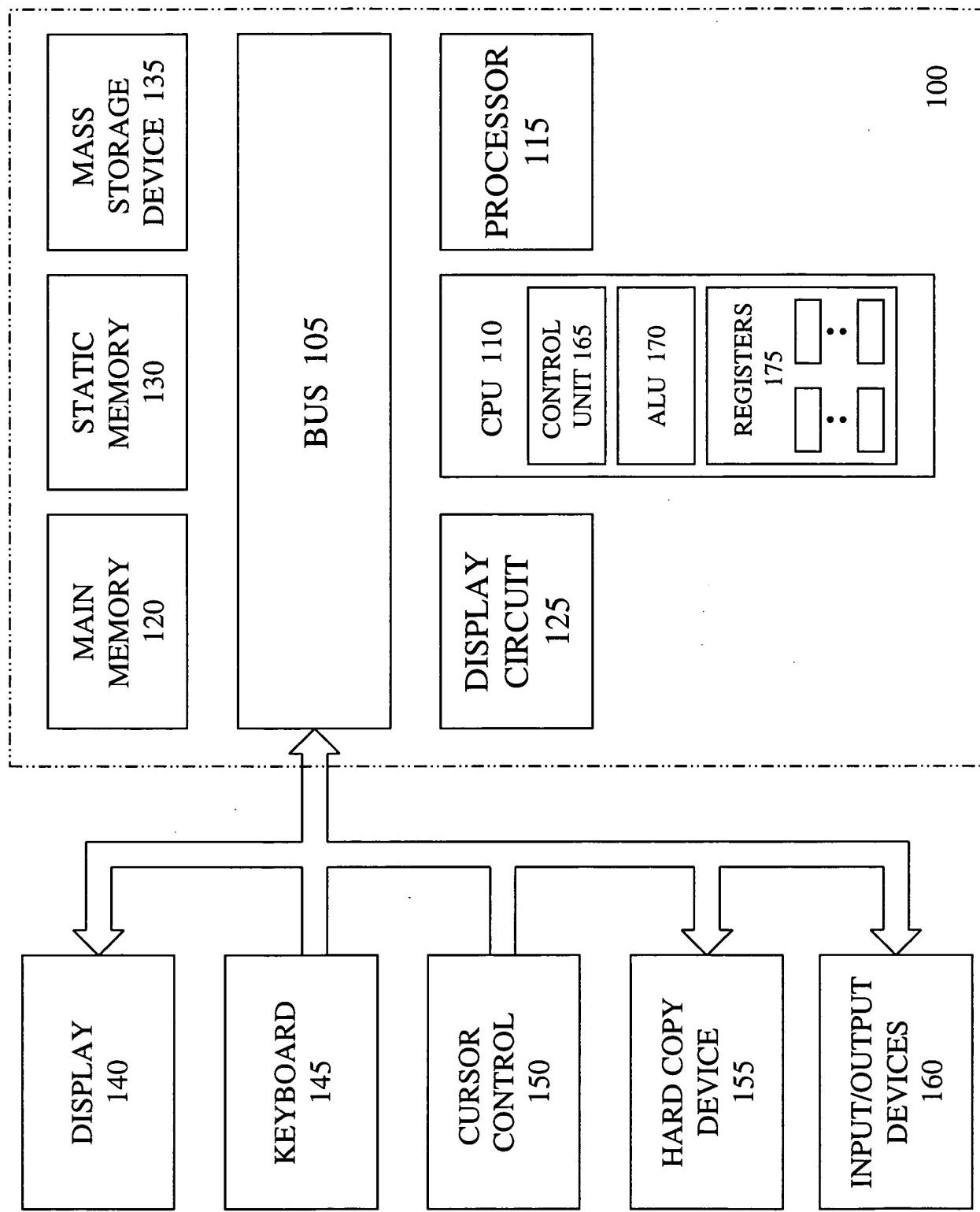


FIG. 2 - Metrics & Data

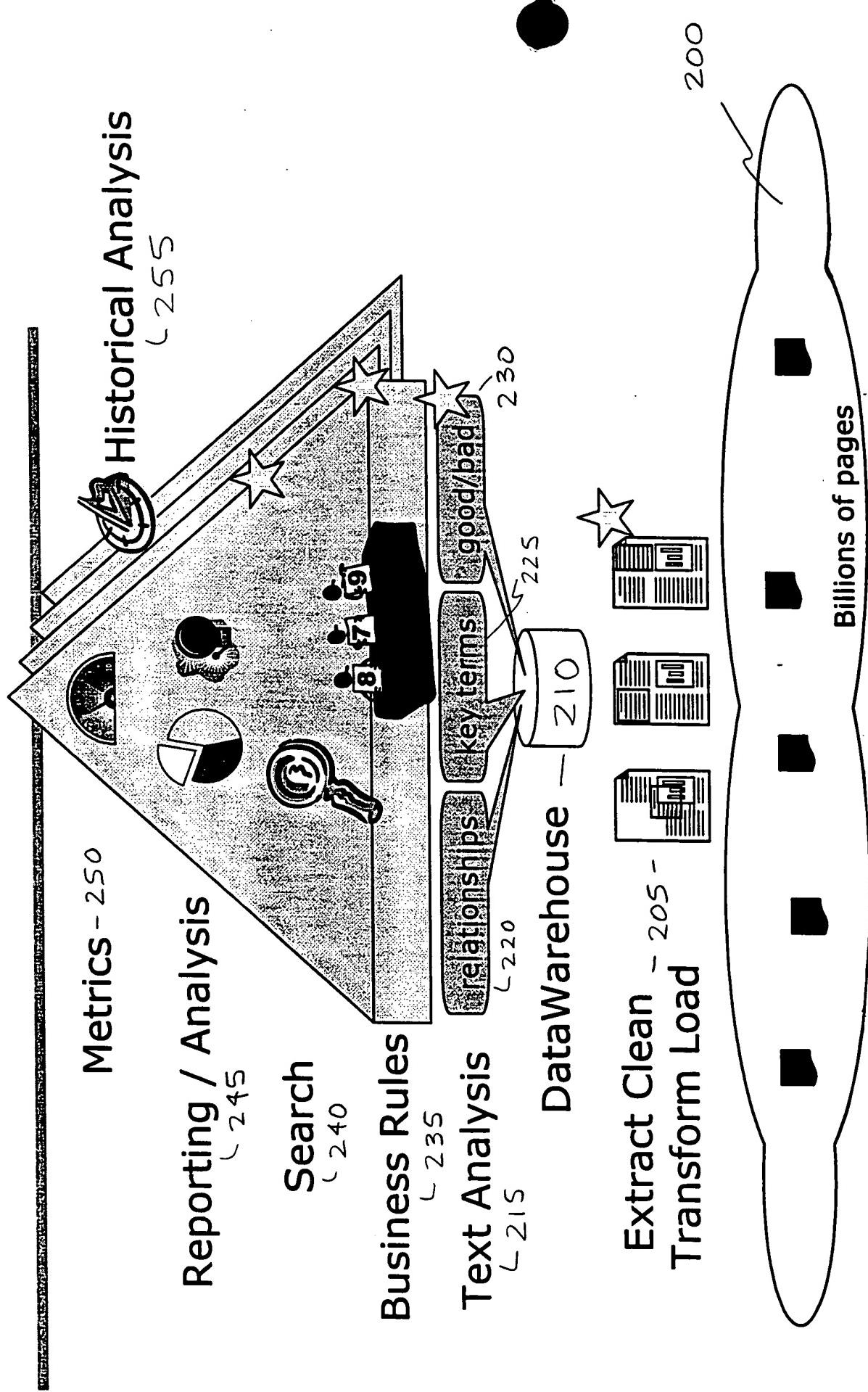


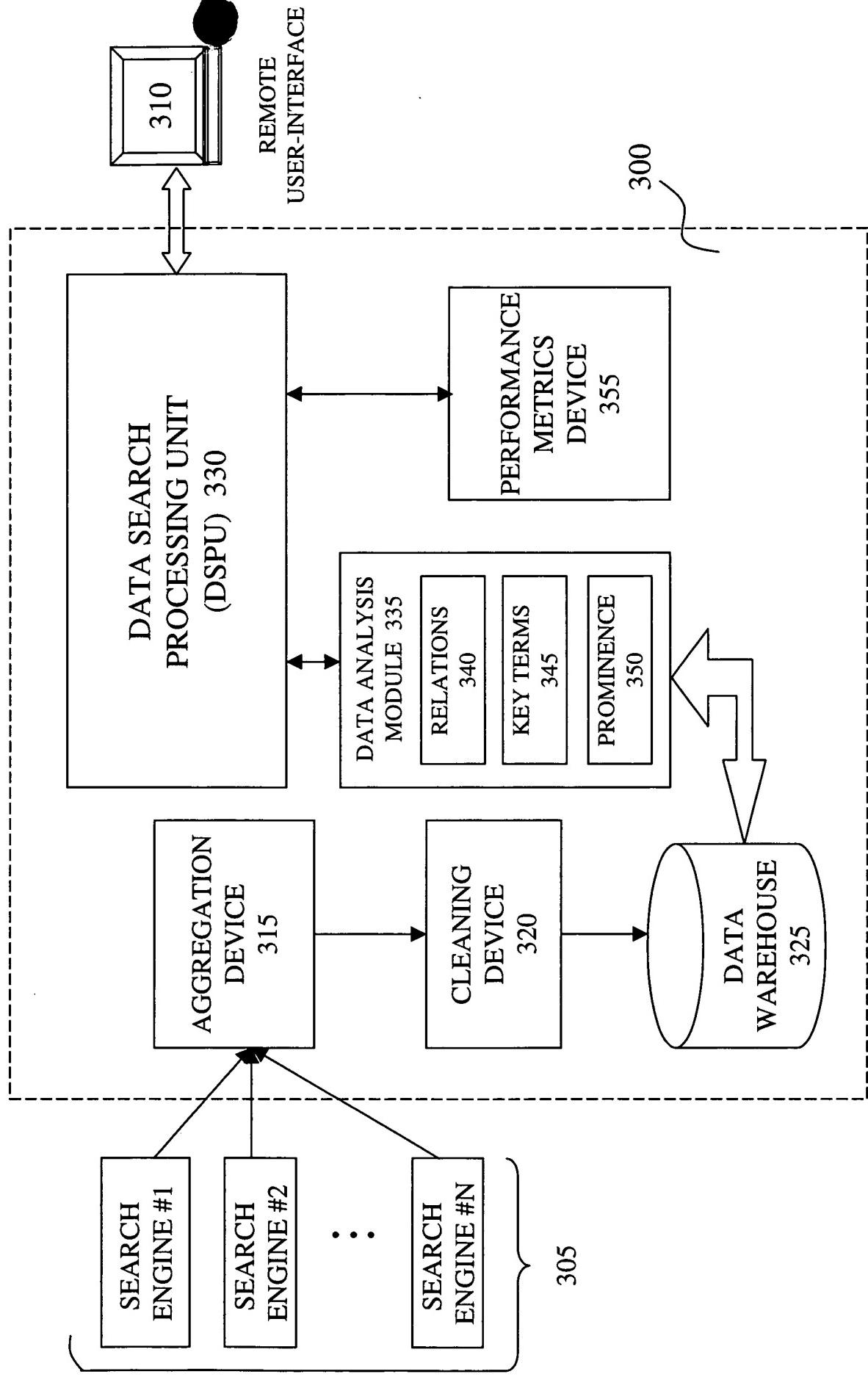
FIG. 3

FIG. 4

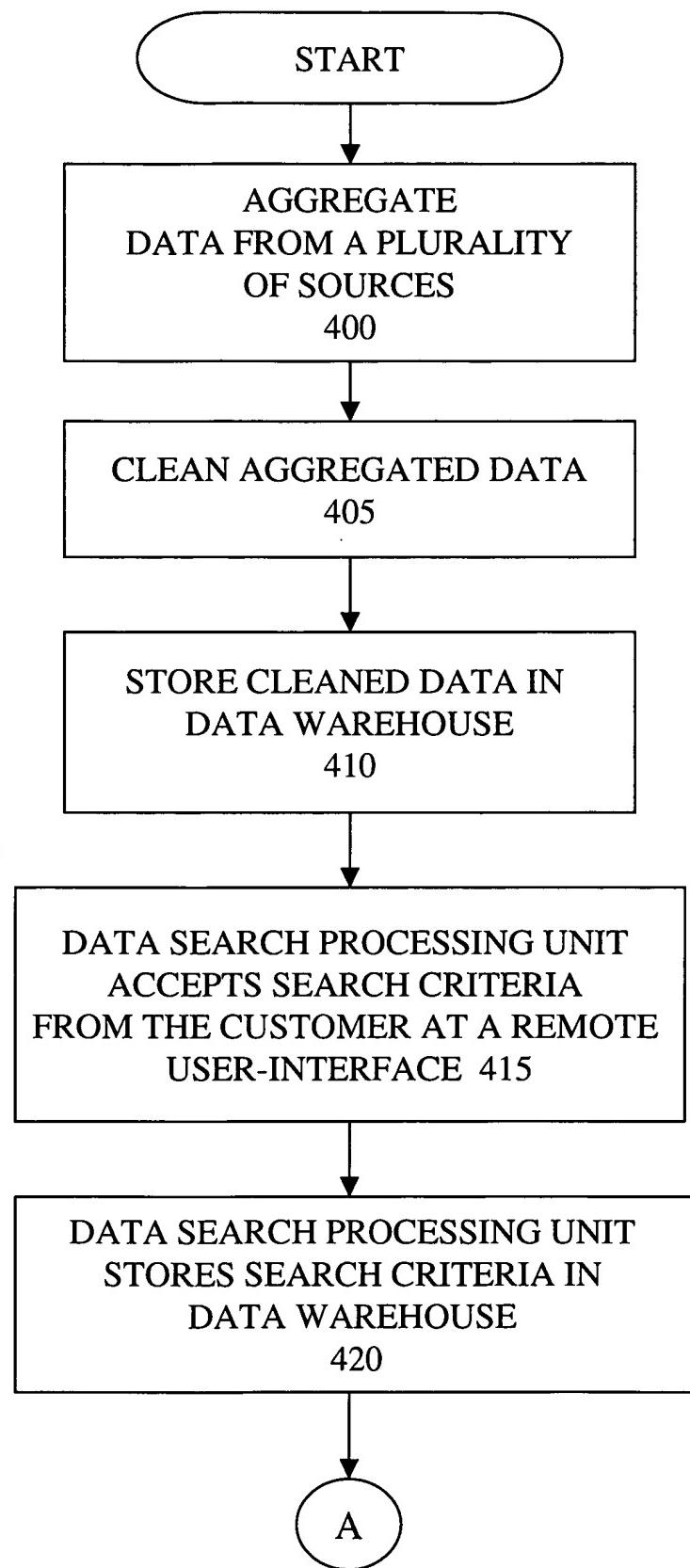
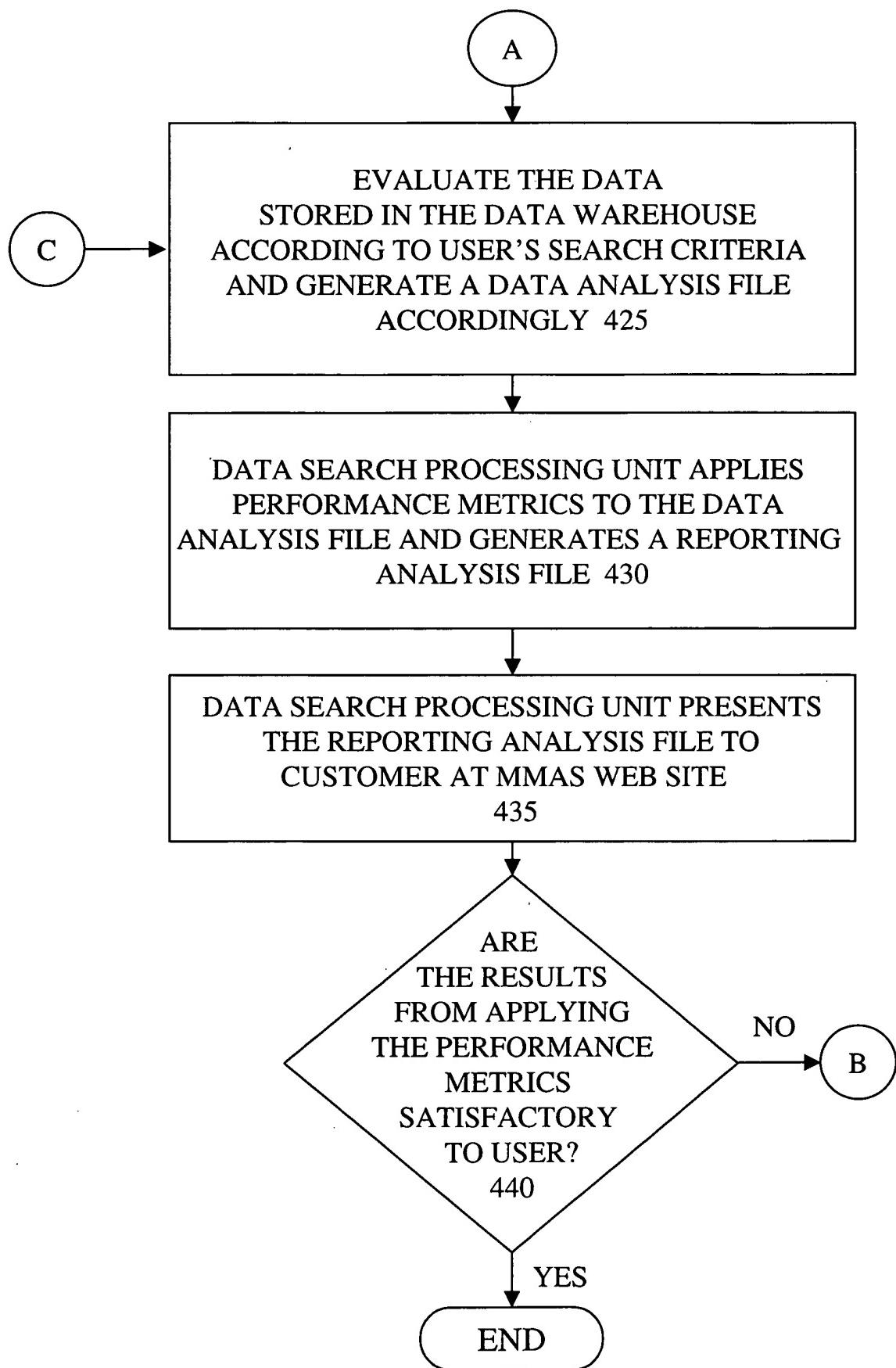
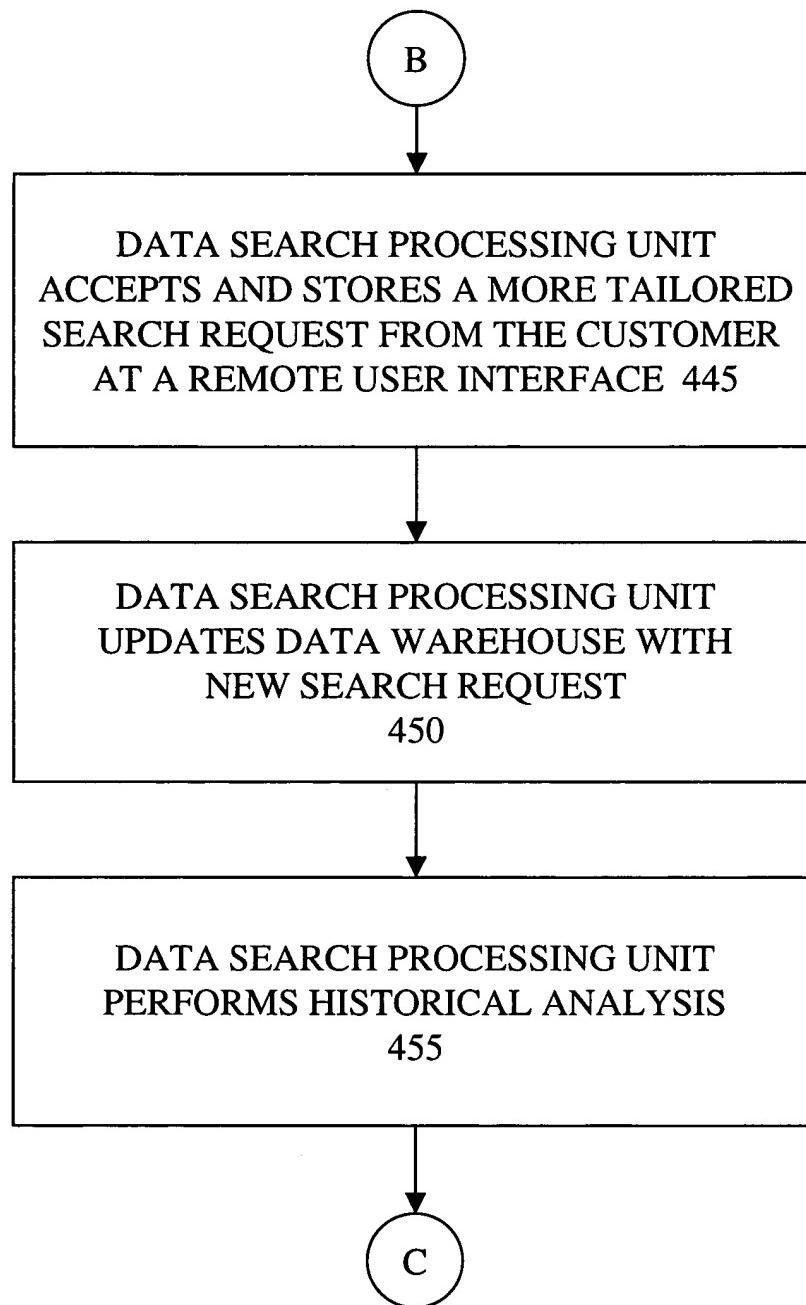


FIG. 4A



097726216 - 026701

FIG. 4B



00775816-020201

FIG. 5

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Reporting Metric Info

Enter information about the metric.

Name

Site Ratings

Rate each site on relevance scale from 1 to 100. A rating of 0 will remove the site from consideration

Site Name	Rating
Boston Herald	<input type="text" value="0"/>
CNNfn - the financial network	<input type="text" value="0"/>
Fortune.com	<input type="text" value="0"/>
The Standard	<input type="text" value="100"/>
VARBusiness Magazine	<input type="text" value="0"/>
Wired Magazine	<input type="text" value="100"/>
Wired News	<input type="text" value="100"/>
Yahoo Stock Message Board	<input type="text" value="0"/>
ZDNet: eWEEK	<input type="text" value="100"/>
eWEEK (Formerly PCWEEK)	<input type="text" value="100"/>
VARBusiness	<input type="text" value="0"/>
Wall Street Journal	<input type="text" value="0"/>
BizReport.com	<input type="text" value="0"/>
Boston Globe Online	<input type="text" value="0"/>
Business 2.0	<input type="text" value="100"/>
Business Wire	<input type="text" value="0"/>
Business2.com	<input type="text" value="100"/>
CNET	<input type="text" value="100"/>
CNET News.com	<input type="text" value="100"/>

FIG. 6

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Siebel mindshare

This report summarizes the mindshare in our space. Data is calculated using the ratings defined by the system.

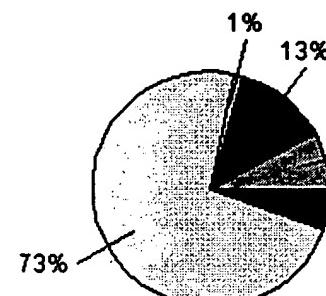
Timeframe:

Rating Metric:

Publications:

See also:

- [Mindshare over time](#)
- [Mindshare Metric Comparison](#)
- [Mindshare of People vs. Press](#)



	Message	News		
	Mentions	Percent(%)	Mentions	Percent
Clarify, Inc	10	2%	8	
Pivotal	74	13%	13	
Salesforce.com, Inc			4	
Siebel Systems	485	83%	85	
Vantive Corporation	12	2%	4	

Biz360 Home Help Desk

TOP SECRET//SI//REL TO USA, FVEY, UK, AUS, NZ
REF ID: A6202704



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Going long-distance to get ASPs in gear

Author Evan Koblentz

ArticleDate Sunday 10/22/00

Publication ZDNet: eWEEK

URL <http://www.zdnet.com/filters/printerfriendly/0,6061,2643100-54,00.html>

Score 9%

Keywords Server Commerce Edition, Web, application server, based collaboration, business server, application, e-commerce software, frame relay, hosting company, networking company, vendor, telecommunications company, vice president.

Partners No partners found

Competitors No competitors found

- **People** Gayle Howard, Online Site, President Clinton.

Companies Compaq Computer, Digex, Intermedia Communications, Lotus Development, Microsoft Systems, Sprint, Sun Microsystems, Web Site, application service provider, eBusiness provider.

Quotes "As you move more and more applications into a network environment, the No. 1 concern should be quality of network-based applications near capacity," Howard said.

"In the longer game, when you look at all the components required to provide applications, going to be the underpinning."

"It fit into the things we needed to strengthen our company, which is name recognition and sales force."

Full list of quotes from this story...

Summary of Text Sprint Corp. wants to expand its reputation beyond simple long-distance calling and become an applications enabler, according to company officials. For the rebate plan, Sprint will offer rebates to members who refer customers to Sprint. According to Howard, what qualifies Sprint to be an enablement industry is its experience in networking. Regarding Sprint's future role in the space, Howard said the company hopes to compete against better-known and more established companies, such as Exodus Communications Inc., and against its traditional rival, WorldCom. Howard, like Sprint, was known as a telecommunications and networking company in the summer when it acquired hosting company Digex Inc., of Beltsville, Md., through the company Intermedia Communications Inc., of Tampa, Fla. WorldCom, of Clinton, Miss., had been trying to buy Sprint, but that deal was blocked by federal regulators.

Full story at: <http://www.zdnet.com/filters/printerfriendly/0,6061,2643100-54,00.html>

FIG. 8



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My Documents

All vs Internet

Search

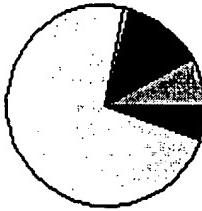
 

Latest News

News for Siebel

- High-tech players boost their presence on big-donor Ostrom at San Jose Mercury News
- Investors' Dilemma: What Stocks to Trust -- Oct 31 by Los Angeles Times
- Stock Wealth of CEOs -- Oct 30 by Los Angeles Times

30 Day Mindshare

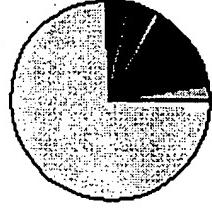


Clarity, Inc
Pivotal
Salesforce.com, Inc
Siebel Systems
Vantive Corporation

News for competitors

- THREE-FEATS -- Oct 27 by San Jose Mercury News -- P
- Chipping Away -- Oct 25 by Bill Scanlon at Inter@ctive
- heds_server.gif|126|480|Servers step outside the box Reseller News

Article Categories



Bugs
Company Profile
Legal
Politics
Product Review
Stock

Front page news for Siebel

- E-Commerce platforms -- Oct 30 by Frank Meister, Jeff
- Quest For Calm Waters -- Oct 30 by Cheryl Rosen at
- Redherring.com - Larry Ellison may get last laugh- Od Herring

Mentions Today

Silicon Investor Stock Board....

Top Industry Authors

1. Melanie Austria Farmer	10/3/00 (45)
2. Jeff Sweat (33)	8/29/00
3. ComputerWeekly.com -- N/A (28)	10/26/00
4. Eugene Grygo (26)	4/21/00
5. TSC Staff (18)	10/25/00
6. Stannie Holt (17)	10/4/99
7. San Jose Mercury News -- N/A (14)	10/28/00
8. Rachel Rasmussen (13)	9/1/00
9. InfoWorld -- N/A (12)	4/21/00
10. Inter@ctive Week -- N/A (12)	10/16/00

Top Industry Pubs

1. CNET News.com (113)	10/13/00
2. InfoWorld (89)	6/23/00

Front page news for competitors

- Redherring.com - Mirapoint aims to master messaging Red Herring
- Quest For Calm Waters -- Oct 30 by Cheryl Rosen at
- washingtonpost.com: The Outsider, His Business and Washington Post

PR for Siebel

- (BW)(CA-SEEBEYOND)(SBYN)(STCS) SeeBeyond -- Focus Changes to SBYN -- Nov 01 by SEEBEYOND at Business Wire
- (BW)(CA-SIEBEL-SYSTEMS)(SEBL) Union Financiere de Applications; Leading French Bank Improves Customer SYSTEMS at Business Wire
- Award-Winning In-Application Training and Performance 2000 -- Nov 01 by Global Knowledge, Inc. at PR News

PR for competitors

- (BW)(CA-PIVOTAL/GOAMERICA)(PVT.) Pivotal Networks Using GoAmerica Platform -- Nov 01 by PIVOTAL
- (BW)(MA-UNICA) Unica Corporation Expansion Continues; New Offices to Provide Sales, Services in Fast